

Message Text

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PAGE 01 STATE 269983

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ORIGIN COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 PM-04 DODE-00 /024 R

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COMM/BIC/OED/OBOD/RECOHEN

DOD/NAVY/OP63/CAPT. WNIX

STATE/PM/OMC/HATHAWAY

STATE/EUR/SE/JGDAY

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R 140110Z NOV 75

FM SECSTATE WASHDC

TO AMEMBASSY ATHENS

INFO AMEMBASSY BONN

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E.O. 11652: NA

TAGS: BEXP, GR, GW

SUBJECT: PRODUCT OPPORTUNITY - PERISCOPES FOR HELLENIC

--- NAVY

1. THE ELECTRO-OPTICAL DIVISION OF KOLLMORGEN CORP., HAS RECENTLY MADE A PROPOSAL TO THE HELLENIC NAVY FOR PERISCOPES TO BE INSTALLED IN NEW SUBMARINES BEING BUILT FOR GREECE AT THE HDW SHIPYARD IN WEST GERMANY. THE PROGRAM INVOLVES 2 PERISCOPES PER SHIP (ATTACK AND SEARCH) FOR 4 SUBMARINES, PLUS TRAINING, TEST EQUIPMENT, SPARES, ETC. FOR AN INITIAL VALUE OF APPROX. 3.0 MILLION DOLLARS. KOLLMORGEN ISSUED LICENSE 05012 BY OMC.

THE PRINCIPLE COMPETITION IS FROM ZEISS. IT IS BELIEVED THAT KOLLMORGEN HAS A SUPERIOR DESIGN (WHICH HAS BEEN BUILT FOR OTHER COUNTRIES), AND A FAVORABLE PRICE ADVANTAGE.

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PAGE 02 STATE 269983

2. KOLLMORGEN NOW RECEIVING INDICATIONS OF CONCERN BY GOG

THAT DELIVERY COULD BE INTERRUPTED BY EVENTS OUTSIDE CONTROL
OF THE CONTRACTOR, I.E. LICENSE CANCELLED OR HELD IN
OBEYANCE BY USG AFTER CONTRACT SIGNED.

3. REQUEST EMBASSY DO ALL PRACTICAL TO RESOLVE SUCH CONCERN
IN ORDER THAT U.S. FIRM CAN OBTAIN THIS CONTRACT. IT IS

UNDERSTOOD DECISION MAY BE MADE BEFORE END OF NOVEMBER. KISSINGER

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Message Attributes

Automatic Decaptioning: X
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Concepts: n/a
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Draft Date: 14 NOV 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: SmithRJ
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Unique ID: 00
Drafter: BIC/OED/SIPS/SSLEON
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Executive Order: N/A
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Film Number: D750397-0069
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19751145/aaaabohm.tel
Line Count: 69
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN COME
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
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Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: SmithRJ
Review Comment: n/a
Review Content Flags:
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Margaret P. Grafeld
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06 JUL 2006

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